



Office of
Small Business Programs (OSBP)
where small business makes a **big** difference



Tips for Success: Establishing Prime Contractor Relationships

Wednesday, March 28, 2018



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Jacobs Space Exploration Group (JSEG)

JoAnn Belt

March 28, 2018

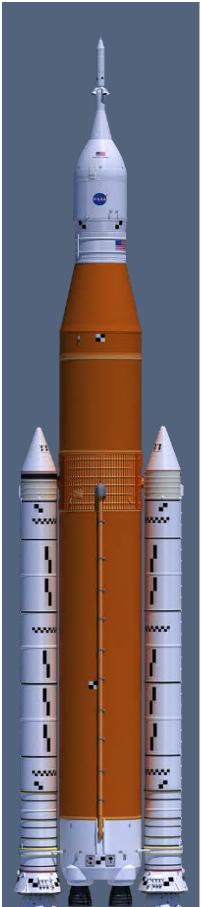
Company Background

- Premier global consulting, design, engineering, construction, operations and maintenance
- Headquartered in Dallas, TX
- Over 74,000 employees in more than 400 locations across 40+ countries
- Organized by Lines of Business
 - Aerospace, Technology, Environment, and Nuclear (ATEN)
 - Petroleum and Chemicals
 - Industrial
 - Buildings, Infrastructure, and Advanced Facilities (BIAF)

Company Background

- Aerospace, Technology, Environment and Nuclear (ATEN) line of business
 - Jacobs Space Exploration Group (JSEG)
 - Supporting NASA Marshall Space Flight Center (MSFC) since 1989
 - Awarded the Engineering Services and Science Capability Augmentation (ESSCA) contract December 1, 2017

Company Background



EXAMPLES OF JSEG WORK

- ❖ Mechanical & electrical design services
- ❖ Systems engineering & integration
- ❖ Structures & dynamics
- ❖ Electrical engineering & avionics systems development
- ❖ Payload development & integration
- ❖ Materials engineering & manufacturing
- ❖ Propulsion system research & development



24-inch Rocket Motor Test



Gamma Ray Burst



Additive Manufacturing



Thermal Protection System Spray Booth

Tips for Success: Working with Primes

- Do your homework
 - Learn about the Prime(s) of interest
 - Learn who their HBCU/MSI partners are
 - Learn from the Prime's HBCU/MI partners and what it takes to be successful working with a prime
- To be a successful partner
 - Ensure university buy-in to this new way of doing business – subcontracting
 - Consider employing a dedicated Contracts/Program Manager who understands subcontracting
 - Ensure timely and accurate invoicing
 - Be flexible and responsive

Contact Information

JACOBS®

JoAnn Belt

Small Business Liaison Officer

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KBRWyle

Brian Breen

March 28, 2018

Networking with Large Prime Contractors

- Timing
- Go with who you know
- Center by Center
- Team composition
- Five year relationship

Contact Information



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The Boeing Company

Brad Bruce

March 28, 2018

The Boeing Company Background

- Founded in 1916
 - Celebrating over 100 years
 - Leading Producer of Military and Commercial Aircraft
- Global Boeing
 - \$94.6 Billion Revenue 2016
 - Contracts with more than 20,000 suppliers and partners globally
 - Approximately 145,000 employees across 65 countries
- For 6 consecutive years, Boeing has been named a top global innovator among aerospace and defense companies. Boeing currently holds over 15.6K patents worldwide.

Boeing Divisions

- **Commercial**
 - HQ Puget Sound region in Washington State
 - 70% sales outside of US
- **Defense, Space and Security**
 - HQ Washington DC
 - Balanced Backlog across all markets
- **Boeing Global Services**
 - HQ Dallas, TX
 - Dedicated Services Business focused on the needs of Global Defense, Space and Commercial customers.
- **Corporate Functions**
 - Indirect Supply Chain
 - Information Technology
 - Financial, Corporate & Employee Services
 - Site Services

Space Exploration

- Commercial Crew CST-100
- International Space Station
- Space Launch System



Tips for Success: Working with Primes

- Understand how your capabilities align with Boeing's current needs
- Capabilities Statement
 - Make sure it accurately reflects your company's capabilities, certifications, etc.
- Relationship Building
 - Email is the easiest form of communication
 - Participate in local outreach events.
- Marketing
 - Understand what sets your small business apart from competition
- Certifications
- Marathon vs Sprint

Contact Information

- Interested in doing business with Boeing?
 - <http://www.boeingsuppliers.com>
- <https://app.suppliergateway.com/boeing/Login.aspx>

Small Business Liaison Officers:

Huntsville, AL: Kristi Julien

Kristi.n.julien@boeing.com

Houston, TX: Toni Hall

Toni.b.hall@boeing.com

Cape Canaveral, FL: Megan Quinn

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Lockheed Martin

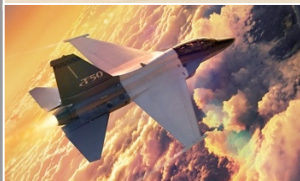
Michelle Butzke

March 28, 2018

Company Background



Aeronautics



Missiles and Fire Control



Rotary and Mission Systems



Space Systems



Tips for Success: Working with Primes

New Supplier Qualities We Seek:



- Socio-economic status
- Past performance with federal customer
- Experience with Lockheed Martin or other Prime Contractor
- Experience in one of our industries
- Quality certifications
- Security clearances
- Location
- Technology unique to their company, patented
- Differentiating factors
- Supplier of needed services

Tips for Success: Working with Primes

Lockheed Martin Supplier Wire

1

Do your Homework
and Identify a Target

2

Complete the
Supplier Marketing
Portal

3

Subscribe to the
Immediate Needs
Bulletin Board

LockheedMartin.com/Suppliers

4

Meet Influencers

5

Subscribe to SBIR/
STTR Distribution

6

Bring Opportunities
to Us



Contact Information

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PATTY PIERSON

Supplier Diversity Advocate

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SAIC

Bruce G. Emerson

March 2018

SAIC Background

- Leading technology integrator specializing in technical, engineering, intelligence, and enterprise IT services to the U.S. government
- 46-year history of mission service delivery and customer relationships
- Significant scale of about \$4.4 billion with diversified contract base
- Highly skilled workforce of about 15,000 employees
- Strong and predictable cash flow



SAIC - We are Redefining Ingenuity

Marine Mammal Systems Program



Scitor Integration

Orion Spacecraft Support



Laser Weapon System Deployment



USMC AAV Survivability Upgrade

Challenges Primes Encounter with HBCU/MIs

- Primes are familiar with Small Business working in the Federal Contracting arena because:
 - They have established policies and procedures regarding:
 - Labor Laws, Cost Accounting Standards, Other Business Operations
 - Business Development and Marketing Processes
 - President/Senior Leadership that supports Federal Contracting
 - A special office designated for Federal Contracting
 - A special office that understands:
 - Program Operations
 - Contract Law
 - Special Cost Reporting, Disclosures, Fringe, G&A, Overheads, and Controls
 - Timely and Accurate Invoice Processing
 - Mandatory Federal Training for SB Contractor employees like:
 - » Ethics, Time-Charging, Safety, Security, Usage of Government Equipment, and other training designed to avoid violations of a Federal Contract and the Law!!!

Tips for Working with Primes

- **Pre-Meeting Suggestions:**

- Know the Corporation you are targeting
- Know their customers – Does your Institute fit? Talk about how your Institute does Federal Contracting
- Be registered with D&B – SAM and keep up-to-date
- Be prepared with overview handout material
- Be time sensitive

- **Your Capabilities Should:**

- Have a clear direction with Technical and/or Administrative examples
- Bring something to the table (innovative and creative)
- Build Knowledge via Experience into your Capabilities
- Describe your Business Categories (SB, SDB, HBCU), NAICS Codes, Customers, Alliances...
- Statements should include the VALUE your Institute will bring to the Prime
- Share your Capabilities frequently - Market – Increase your company's visibility

How to Find Large Primes

- **Within NASA:**
 - Review the NASA Small Business Office website
 - Determine the Region you can support
 - Search for Prime Contractors
 - Search for Primes with Core Competencies that meet your curriculum and needs
 - Search Primes website for information about the firm
 - Make direct contact with the proper office – Small Business Utilization/Supplier Diversity/ Socioeconomic Business/Other similar office name
- **Within other Agencies:**
 - Go to the Agency Office of Small Business Utilization

Contact Information

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Teledyne Brown Engineering

Debbie Batson

March 28, 2018

Company Background

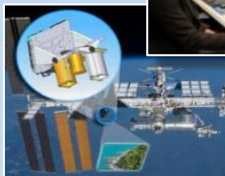
Mission Systems

- Systems Engineering
- Modeling and Simulation
- Test and Evaluation



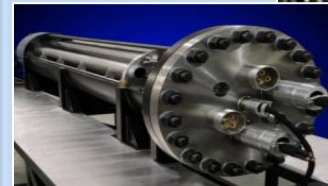
Space Systems and Commercial Space Imaging

- Multi-User System for Earth Sensing
- Mission Planning and Control Center Operations
- Payload/Cargo Integration
- Space Flight Hardware



Energy & Environment

- Chemical Processing Equipment
- Electrical Penetration Assemblies
- Facilities M&O
- Radiological/Classified Laboratories



Marine & Aviation

- Naval Vessel Design and Manufacture
- LCS Gun Mount
- Army Missile Round Trainer
- Mine Seeking Hardware



Tips for Success: Working with Primes

- **Meet the Small Business Liaison Officer (SBLO)**
- **Have your Capabilities Statement Ready**
- **Be Prepared**
 - Have knowledge about the Corporation/Organization (technical/relationships)
 - Know how you fit into the business (Are we using your commodity/service in our products)
- **Be prepared to tell your story with a solution**
- **Be prepared to discuss**
 - Pertinent past performance
 - Unique capabilities (top differentiators)
 - Specific programs or areas of interest
- **Develop Strategic Alliance**
 - Understand the communication preference
- **Be time sensitive (Prime's are busy and so are You)**

Tips for Success: Working with Primes

- Be a good listener
- Work honestly and ethically
- Ability to work as a Team
- Customer Focused
- Provide reasonable cost
- Have relevant experience/past performance
- Patient with the Prime & Customer
- Commitment to invest resources (B&P monies)
- Understand the issues and can develop a path ahead for future business
- Foster relationships with Prime and Customer

Contact Information

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